

Buy EUR 98.00 Price EUR 57.00 Upside 71.9 %	Value Indicators: EUR DCF: 98.22	Warburg ESG Risk Score: 2.7 ESG Score (MSCI based): 3.0 Balance Sheet Score: 5.0 Market Liquidity Score: 0.0	Description: Producer and Distributor of displays for special applications in the industry.
	Market Snapshot: EUR m Market cap: 201.0 No. of shares (m): 3.5 EV: 200.1 Freefloat MC: 61.9 Ø Trad. Vol. (30d): 35.60 th	Shareholders: Freefloat 30.80 % Arrow Electronics 69.20 %	Key Figures (WRe): 2023e Beta: 1.3 Price / Book: 1.3 x Equity Ratio: 62 %

Order situation indicates slower growth

Stated Figures Q2/2023: Figures in EUR m	<table border="1"> <thead> <tr> <th></th> <th>Q2/23</th> <th>Q2/23e</th> <th>Q2/22</th> <th>yoy</th> <th>6M/23</th> <th>6M/22</th> <th>yoy</th> </tr> </thead> <tbody> <tr> <td>Sales</td> <td>66,7</td> <td>69,0</td> <td>65,2</td> <td>2,3%</td> <td>139,1</td> <td>128,5</td> <td>8,3%</td> </tr> <tr> <td>EBIT</td> <td>5,7</td> <td>6,1</td> <td>6,0</td> <td>-4,2%</td> <td>10,6</td> <td>10,2</td> <td>4,0%</td> </tr> <tr> <td>margin</td> <td>8,6%</td> <td>8,7%</td> <td>9,2%</td> <td></td> <td>7,6%</td> <td>7,9%</td> <td></td> </tr> </tbody> </table>		Q2/23	Q2/23e	Q2/22	yoy	6M/23	6M/22	yoy	Sales	66,7	69,0	65,2	2,3%	139,1	128,5	8,3%	EBIT	5,7	6,1	6,0	-4,2%	10,6	10,2	4,0%	margin	8,6%	8,7%	9,2%		7,6%	7,9%		Comment on Figures: <ul style="list-style-type: none"> After an excellent first quarter, the company was not quite able to meet the forecasts in the second quarter. The half-year as a whole was nevertheless extremely strong. The reasons for the somewhat weaker figures were the typical negative factors of the current economic environment: the war in Ukraine, high interest rates, and inflationary pressures burdening demand.
	Q2/23	Q2/23e	Q2/22	yoy	6M/23	6M/22	yoy																											
Sales	66,7	69,0	65,2	2,3%	139,1	128,5	8,3%																											
EBIT	5,7	6,1	6,0	-4,2%	10,6	10,2	4,0%																											
margin	8,6%	8,7%	9,2%		7,6%	7,9%																												

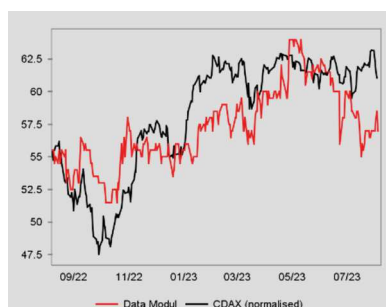
Data Modul was able to present yet another convincing quarter, although the momentum has subsided somewhat compared to the first quarter. Of particular significance for the future is the order backlog, which experienced a noticeable decline. The order intake in the second quarter amounted to EUR 63.5m, representing a decrease of 22.9% from the elevated level of the same period the previous year – which was strong due to catch-up effects.

Nonetheless, the order backlog stood at EUR 201.3m, a 3.0% increase over the previous year's level of EUR 195.5m. In view of this, a revision of the forecasts (WRe) appears appropriate (see below). The increased costs and interest rates have had an adverse impact, especially in the field of construction activities and related display technologies (white goods). Additionally, the lingering effects of the Ukraine conflict continue to weigh on demand.

However, overall, the company has a positive outlook and only slight adjustments seem appropriate from today's perspective. All in all, there are also positive aspects to the current situation, e.g. the availability of skilled workers has increased again.

The stock remains a Buy with an unchanged target price of EUR 98 (model roll-over).

Changes in Estimates: FY End: 31.12. in EUR m	<table border="1"> <thead> <tr> <th></th> <th>2023e (old)</th> <th>+ / -</th> <th>2024e (old)</th> <th>+ / -</th> <th>2025e (old)</th> <th>+ / -</th> </tr> </thead> <tbody> <tr> <td>Sales</td> <td>315.0</td> <td>-3.2 %</td> <td>343.4</td> <td>-3.6 %</td> <td>374.3</td> <td>-3.6 %</td> </tr> <tr> <td>EBIT</td> <td>29.3</td> <td>-3.2 %</td> <td>31.9</td> <td>-4.1 %</td> <td>34.8</td> <td>-4.3 %</td> </tr> <tr> <td>EPS</td> <td>5.63</td> <td>-3.2 %</td> <td>6.10</td> <td>-4.1 %</td> <td>6.66</td> <td>-4.4 %</td> </tr> </tbody> </table>		2023e (old)	+ / -	2024e (old)	+ / -	2025e (old)	+ / -	Sales	315.0	-3.2 %	343.4	-3.6 %	374.3	-3.6 %	EBIT	29.3	-3.2 %	31.9	-4.1 %	34.8	-4.3 %	EPS	5.63	-3.2 %	6.10	-4.1 %	6.66	-4.4 %	Comment on Changes: <ul style="list-style-type: none"> The order situation in particular provides the basis for the indication of weaker expectations (WRe) than initially assumed
	2023e (old)	+ / -	2024e (old)	+ / -	2025e (old)	+ / -																								
Sales	315.0	-3.2 %	343.4	-3.6 %	374.3	-3.6 %																								
EBIT	29.3	-3.2 %	31.9	-4.1 %	34.8	-4.3 %																								
EPS	5.63	-3.2 %	6.10	-4.1 %	6.66	-4.4 %																								

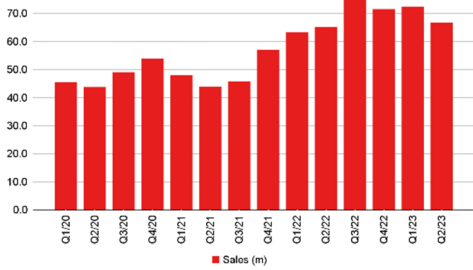


Rel. Performance vs CDAX:	
1 month:	-4.6 %
6 months:	-1.1 %
Year to date:	-8.0 %
Trailing 12 months:	-8.1 %

Company events:	

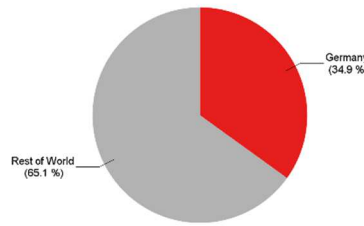
FY End: 31.12. in EUR m	CAGR (22-25e)	2019	2020	2021	2022	2023e	2024e	2025e
Sales	9.3 %	203.3	192.2	194.8	276.1	305.0	330.9	360.7
Change Sales yoy		-15.8 %	-5.5 %	1.3 %	41.7 %	10.5 %	8.5 %	9.0 %
Gross profit margin		21.6 %	21.7 %	21.8 %	23.1 %	22.8 %	22.8 %	22.7 %
EBITDA	7.1 %	15.6	17.8	18.6	33.0	35.1	37.6	40.5
Margin		7.7 %	9.2 %	9.5 %	11.9 %	11.5 %	11.4 %	11.2 %
EBIT	7.0 %	10.2	11.8	12.7	27.2	28.4	30.6	33.3
Margin		5.0 %	6.2 %	6.5 %	9.8 %	9.3 %	9.3 %	9.2 %
Net income	6.9 %	6.5	7.6	7.9	18.4	19.2	20.6	22.4
EPS	6.9 %	1.85	2.14	2.24	5.21	5.45	5.85	6.37
EPS adj.	6.9 %	1.85	2.14	2.24	5.21	5.45	5.85	6.37
DPS	0.0 %	0.12	0.12	0.12	0.12	0.12	0.12	0.12
Dividend Yield		0.2 %	0.3 %	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %
FCFPS		0.99	2.08	-5.31	-1.76	1.93	2.94	2.96
FCF / Market cap		1.6 %	4.7 %	-9.8 %	-3.1 %	3.4 %	5.2 %	5.1 %
EV / Sales		1.0 x	0.7 x	1.0 x	0.7 x	0.7 x	0.6 x	0.5 x
EV / EBITDA		12.5 x	7.4 x	10.1 x	6.2 x	5.7 x	5.1 x	4.6 x
EV / EBIT		19.2 x	11.1 x	14.8 x	7.5 x	7.1 x	6.2 x	5.6 x
P / E		33.1 x	20.6 x	24.3 x	10.8 x	10.5 x	9.7 x	9.2 x
P / E adj.		33.1 x	20.6 x	24.3 x	10.8 x	10.5 x	9.7 x	9.2 x
FCF Potential Yield		1.4 %	3.4 %	4.5 %	7.0 %	11.0 %	12.4 %	13.8 %
Net Debt		-20.7	-25.1	-3.7	5.5	-0.9	-10.8	-20.8
ROCE (NOPAT)		9.0 %	10.1 %	9.3 %	15.0 %	13.6 %	13.5 %	13.7 %
Guidance:		Sales up to +10%, EBIT up to +10%						

Sales development
in EUR m



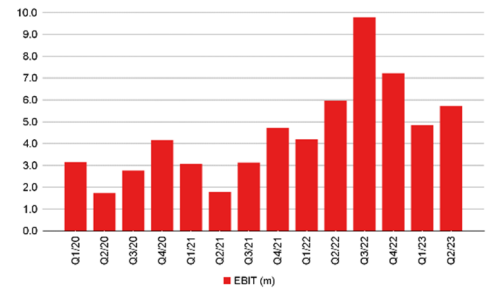
Source: Warburg Research

Sales by regions
2022; in %



Source: Warburg Research

EBIT development
in EUR m



Source: Warburg Research

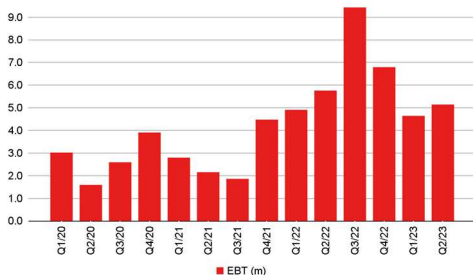
Company Background

- Data Modul acts as a display integrator with a long experience in the market (50 years).
- With its global presence, Data Modul offers display- and embedded solutions for OEMs.
- With its own products, Data Modul forms a value-adding interface between panel manufacturers and customers. Commercial products complete the offer.
- Markets dominated by megatrends such as industrial HMI, smart retail, medical and e-mobility are growing areas of increasing importance.

Competitive Quality

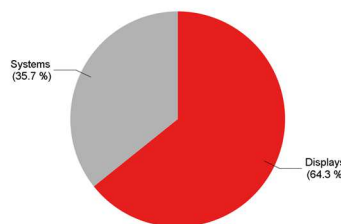
- Europe's largest display distributor.
- Focus on niche markets that are too small or individual to be directly served by large display manufacturers, which leads to comparatively low competitive intensity.
- High customer loyalty through design-in of the customers' products and software competence.
- The global positioning of Data Modul (production/logistics in Europe, Asia, USA) enables competitively leading sourcing.

EBT development
in EUR m



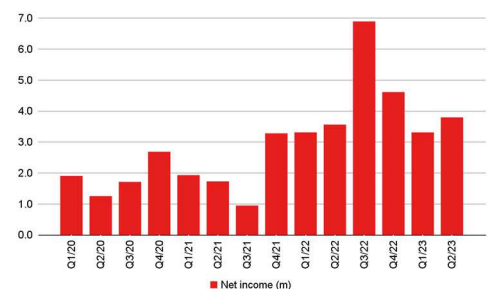
Source: Warburg Research

Sales by segments
2022; in %



Source: Warburg Research

Net income development
in EUR m



Source: Warburg Research

DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	
Sales	305.0	330.9	360.7	386.0	413.0	437.8	459.6	482.6	506.8	532.1	558.7	586.6	604.2	
Sales change	10.5 %	8.5 %	9.0 %	7.0 %	7.0 %	6.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	3.0 %	2.0 %
EBIT	28.4	30.6	33.3	38.6	41.3	43.8	46.0	48.3	50.7	53.2	55.9	58.7	60.4	
EBIT-margin	9.3 %	9.3 %	9.2 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	
Tax rate (EBT)	31.0 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	
NOPAT	19.6	21.0	22.8	26.4	28.3	30.0	31.5	33.1	34.7	36.4	38.3	40.2	41.4	
Depreciation	6.7	7.0	7.2	7.7	8.3	8.8	9.2	9.7	10.1	10.6	11.2	11.7	12.1	
in % of Sales	2.2 %	2.1 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	
Changes in provisions	0.0	0.0	0.0	0.8	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	
Change in Liquidity from														
- Working Capital	13.7	11.9	13.9	10.3	4.2	2.1	0.0	-0.5	-1.0	-1.5	-2.1	-2.8	-6.8	
- Capex	6.0	6.0	6.0	7.7	8.3	8.8	9.2	9.7	10.1	10.6	11.2	11.7	12.1	
Capex in % of Sales	2.0 %	1.8 %	1.7 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	
- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Free Cash Flow (WACC Model)	6.5	10.1	10.1	16.9	24.3	28.0	31.6	33.6	35.8	38.1	40.5	43.1	48.3	39
PV of FCF	6.3	8.9	8.1	12.4	16.3	17.1	17.7	17.2	16.7	16.2	15.8	15.3	15.7	168
share of PVs	6.61 %			45.53 %										47.85 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	5.00 %	Financial Strength	1.30
Cost of debt (after tax)	1.7 %	Liquidity (share)	1.30
Market return	8.25 %	Cyclicality	1.30
Risk free rate	2.75 %	Transparency	1.30
		Others	1.30
WACC	9.49 %	Beta	1.30

Valuation (m)

Present values 2035e	183		
Terminal Value	168		
Financial liabilities	20		
Pension liabilities	1		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	16	No. of shares (m)	3.5
Equity Value	346	Value per share (EUR)	98.22

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		1.25 %	1.50 %	1.75 %	2.00 %	2.25 %	2.50 %	2.75 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.49	10.5 %	81.80	82.76	83.78	84.85	86.00	87.21	88.50	1.49	10.5 %	69.64	74.71	79.78	84.85	89.93	95.00	100.07
1.40	10.0 %	87.48	88.62	89.83	91.11	92.48	93.93	95.49	1.40	10.0 %	74.89	80.29	85.70	91.11	96.52	101.93	107.33
1.35	9.7 %	90.58	91.82	93.14	94.55	96.05	97.65	99.36	1.35	9.7 %	77.77	83.36	88.96	94.55	100.14	105.73	111.32
1.30	9.5 %	93.87	95.23	96.68	98.22	99.87	101.63	103.53	1.30	9.5 %	80.85	86.64	92.43	98.22	104.01	109.79	115.58
1.25	9.2 %	97.38	98.86	100.45	102.14	103.96	105.91	108.01	1.25	9.2 %	84.15	90.15	96.15	102.14	108.14	114.14	120.14
1.20	9.0 %	101.11	102.74	104.49	106.36	108.36	110.53	112.86	1.20	9.0 %	87.68	93.91	100.13	106.36	112.58	118.81	125.03
1.11	8.5 %	109.37	111.35	113.48	115.77	118.24	120.92	123.83	1.11	8.5 %	95.58	102.31	109.04	115.77	122.49	129.22	135.95

- Revenue is expected to grow based on the continuous expansion in the use of display technology.

Valuation	2019	2020	2021	2022	2023e	2024e	2025e
Price / Book	2.2 x	1.5 x	1.7 x	1.5 x	1.3 x	1.2 x	1.1 x
Book value per share ex intangibles	22.62	23.35	25.06	29.68	35.92	42.61	49.88
EV / Sales	1.0 x	0.7 x	1.0 x	0.7 x	0.7 x	0.6 x	0.5 x
EV / EBITDA	12.5 x	7.4 x	10.1 x	6.2 x	5.7 x	5.1 x	4.6 x
EV / EBIT	19.2 x	11.1 x	14.8 x	7.5 x	7.1 x	6.2 x	5.6 x
EV / EBIT adj.*	19.2 x	11.1 x	14.8 x	7.5 x	7.1 x	6.2 x	5.6 x
P / FCF	62.1 x	21.2 x	n.a.	n.a.	29.5 x	19.4 x	19.8 x
P / E	33.1 x	20.6 x	24.3 x	10.8 x	10.5 x	9.7 x	9.2 x
P / E adj.*	33.1 x	20.6 x	24.3 x	10.8 x	10.5 x	9.7 x	9.2 x
Dividend Yield	0.2 %	0.3 %	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %
FCF Potential Yield (on market EV)	1.4 %	3.4 %	4.5 %	7.0 %	11.0 %	12.4 %	13.8 %

*Adjustments made for: -

Consolidated profit and loss

In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Sales	203.3	192.2	194.8	276.1	305.0	330.9	360.7
Change Sales yoy	-15.8 %	-5.5 %	1.3 %	41.7 %	10.5 %	8.5 %	9.0 %
COGS	159.4	150.4	152.4	212.2	235.5	255.6	278.7
Gross profit	43.9	41.8	42.4	63.8	69.5	75.3	82.0
<i>Gross margin</i>	<i>21.6 %</i>	<i>21.7 %</i>	<i>21.8 %</i>	<i>23.1 %</i>	<i>22.8 %</i>	<i>22.8 %</i>	<i>22.7 %</i>
Research and development	4.9	5.5	5.7	6.7	7.6	8.3	9.0
Sales and marketing	28.8	24.6	25.0	30.1	33.6	36.4	39.7
Administration expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating income	0.0	0.1	1.0	0.1	0.0	0.0	0.0
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	15.6	17.8	18.6	33.0	35.1	37.6	40.5
<i>Margin</i>	<i>7.7 %</i>	<i>9.2 %</i>	<i>9.5 %</i>	<i>11.9 %</i>	<i>11.5 %</i>	<i>11.4 %</i>	<i>11.2 %</i>
Depreciation of fixed assets	1.2	1.2	1.2	0.8	1.5	1.6	1.6
EBITA	14.4	16.6	17.4	32.2	33.6	36.0	38.9
Amortisation of intangible assets	4.3	4.7	4.7	5.0	5.2	5.4	5.6
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	10.2	11.8	12.7	27.2	28.4	30.6	33.3
<i>Margin</i>	<i>5.0 %</i>	<i>6.2 %</i>	<i>6.5 %</i>	<i>9.8 %</i>	<i>9.3 %</i>	<i>9.3 %</i>	<i>9.2 %</i>
EBIT adj.	10.2	11.8	12.7	27.2	28.4	30.6	33.3
Interest income	0.0	2.3	0.0	0.7	0.7	0.7	0.7
Interest expenses	0.6	3.0	1.4	0.9	1.2	1.2	1.2
Other financial income (loss)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBT	9.6	11.1	11.3	26.9	27.8	30.1	32.8
<i>Margin</i>	<i>4.7 %</i>	<i>5.8 %</i>	<i>5.8 %</i>	<i>9.7 %</i>	<i>9.1 %</i>	<i>9.1 %</i>	<i>9.1 %</i>
Total taxes	3.1	3.6	3.4	8.5	8.6	9.5	10.3
Net income from continuing operations	6.5	7.6	7.9	18.4	19.2	20.6	22.4
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income before minorities	6.5	7.6	7.9	18.4	19.2	20.6	22.4
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	6.5	7.6	7.9	18.4	19.2	20.6	22.4
<i>Margin</i>	<i>3.2 %</i>	<i>3.9 %</i>	<i>4.1 %</i>	<i>6.7 %</i>	<i>6.3 %</i>	<i>6.2 %</i>	<i>6.2 %</i>
Number of shares, average	3.5	3.5	3.5	3.5	3.5	3.5	3.5
EPS	1.85	2.14	2.24	5.21	5.45	5.85	6.37
EPS adj.	1.85	2.14	2.24	5.21	5.45	5.85	6.37

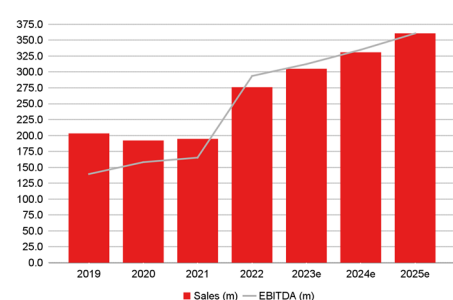
*Adjustments made for:

Guidance: Sales up to +10%, EBIT up to +10%

Financial Ratios

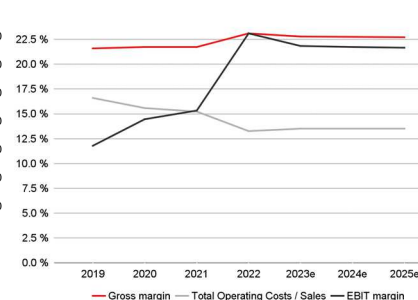
	2019	2020	2021	2022	2023e	2024e	2025e
Total Operating Costs / Sales	16.6 %	15.6 %	15.2 %	13.3 %	13.5 %	13.5 %	13.5 %
Operating Leverage	3.2 x	-2.9 x	5.5 x	2.7 x	0.4 x	0.9 x	1.0 x
EBITDA / Interest expenses	26.5 x	5.8 x	13.1 x	34.8 x	29.2 x	31.3 x	33.7 x
Tax rate (EBT)	32.3 %	31.9 %	30.1 %	31.6 %	31.0 %	31.5 %	31.5 %
Dividend Payout Ratio	6.5 %	5.6 %	5.4 %	2.3 %	2.2 %	2.1 %	1.9 %
Sales per Employee	472,823	427,078	416,184	589,857	622,449	661,850	721,417

Sales, EBITDA in EUR m



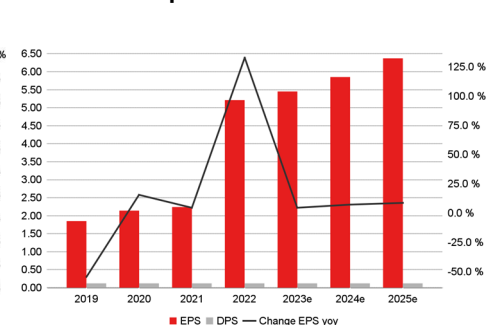
Source: Warburg Research

Operating Performance in %



Source: Warburg Research

Performance per Share



Source: Warburg Research

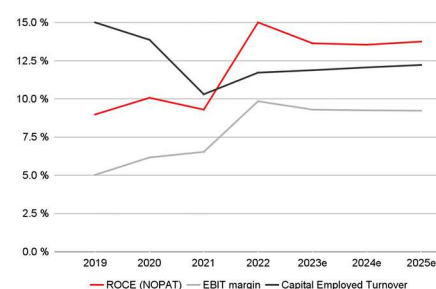
Consolidated balance sheet

In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Assets							
Goodwill and other intangible assets	19.8	23.5	25.6	27.1	23.9	20.5	16.9
thereof other intangible assets	17.4	21.1	23.1	24.7	21.5	18.1	14.5
thereof Goodwill	2.4	2.4	2.4	2.4	2.4	2.4	2.4
Property, plant and equipment	19.4	18.6	17.7	17.7	20.2	22.6	25.0
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Fixed assets	39.2	42.1	43.2	44.8	44.1	43.1	41.9
Inventories	41.5	52.0	86.7	109.8	121.3	131.6	143.5
Accounts receivable	27.9	24.2	29.2	37.6	41.8	45.3	49.4
Liquid assets	26.4	26.7	20.2	15.7	22.1	32.0	42.0
Other short-term assets	12.5	8.0	9.4	14.2	14.2	14.2	14.2
Current assets	108.4	110.9	145.6	177.2	199.3	223.1	249.1
Total Assets	147.6	153.0	188.8	222.0	243.4	266.2	291.0
Liabilities and shareholders' equity							
Subscribed capital	10.6	10.6	10.6	10.6	10.6	10.6	10.6
Capital reserve	24.1	24.1	24.1	24.1	24.1	24.1	24.1
Retained earnings	64.0	71.1	78.5	96.2	115.1	135.3	157.5
Other equity components	0.9	0.1	0.7	0.9	0.8	0.7	0.6
Shareholders' equity	99.6	105.9	113.9	131.8	150.6	170.8	192.8
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total equity	99.6	105.9	113.9	131.8	150.6	170.8	192.8
Provisions	18.6	19.5	23.7	22.5	23.1	23.8	24.5
thereof provisions for pensions and similar obligations	1.6	1.6	1.5	1.2	1.2	1.2	1.2
Financial liabilities (total)	4.2	0.0	15.0	20.0	20.0	20.0	20.0
Short-term financial liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	9.2	11.8	21.0	19.7	21.7	23.6	25.7
Other liabilities	16.0	15.9	15.3	28.0	28.0	28.0	28.0
Liabilities	48.0	47.1	74.9	90.3	92.9	95.4	98.2
Total liabilities and shareholders' equity	147.6	153.0	188.8	222.0	243.4	266.2	291.0

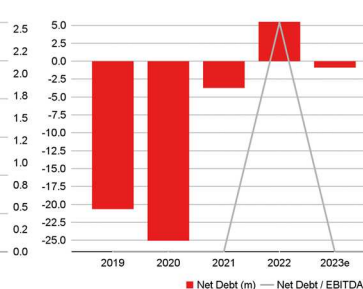
Financial Ratios

	2019	2020	2021	2022	2023e	2024e	2025e
Efficiency of Capital Employment							
Operating Assets Turnover	2.6 x	2.3 x	1.7 x	1.9 x	1.9 x	1.9 x	1.9 x
Capital Employed Turnover	2.6 x	2.4 x	1.8 x	2.0 x	2.0 x	2.1 x	2.1 x
ROA	16.6 %	18.0 %	18.3 %	41.0 %	43.6 %	47.8 %	53.6 %
Return on Capital							
ROCE (NOPAT)	9.0 %	10.1 %	9.3 %	15.0 %	13.6 %	13.5 %	13.7 %
ROE	6.7 %	7.4 %	7.2 %	15.0 %	13.6 %	12.8 %	12.4 %
Adj. ROE	6.7 %	7.4 %	7.2 %	15.0 %	13.6 %	12.8 %	12.4 %
Balance sheet quality							
Net Debt	-20.7	-25.1	-3.7	5.5	-0.9	-10.8	-20.8
Net Financial Debt	-22.2	-26.7	-5.2	4.3	-2.1	-12.0	-22.0
Net Gearing	-20.7 %	-23.7 %	-3.3 %	4.2 %	-0.6 %	-6.3 %	-10.8 %
Net Fin. Debt / EBITDA	n.a.	n.a.	n.a.	13.2 %	n.a.	n.a.	n.a.
Book Value / Share	28.2	30.0	32.3	37.4	42.7	48.4	54.7
Book value per share ex intangibles	22.6	23.4	25.1	29.7	35.9	42.6	49.9

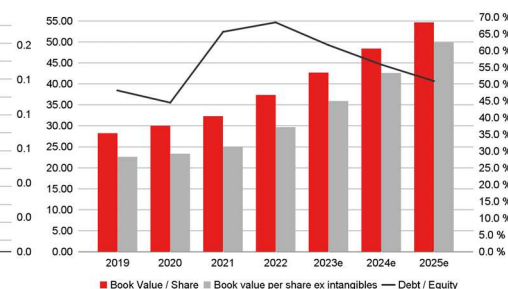
ROCE Development



Net debt in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

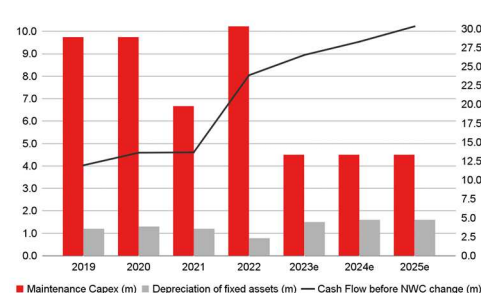
Consolidated cash flow statement

In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Net income	6.5	7.6	7.9	18.4	19.2	20.6	22.4
Depreciation of fixed assets	1.2	1.3	1.2	0.8	1.5	1.6	1.6
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	4.3	4.7	4.7	5.0	5.2	5.4	5.6
Increase/decrease in long-term provisions	0.0	0.0	-0.1	-0.3	0.0	0.0	0.0
Other non-cash income and expenses	0.0	0.0	0.0	0.0	0.6	0.7	0.7
Cash Flow before NWC change	12.0	13.6	13.7	23.9	26.5	28.3	30.3
Increase / decrease in inventory	11.4	-10.5	-34.7	-23.1	-11.5	-10.3	-11.9
Increase / decrease in accounts receivable	1.1	3.7	-5.0	-8.4	-4.2	-3.5	-4.1
Increase / decrease in accounts payable	-4.5	2.6	9.2	-1.2	2.0	1.9	2.1
Increase / decrease in other working capital positions	-9.4	1.4	1.2	6.0	0.0	0.0	0.0
Increase / decrease in working capital (total)	-1.5	-2.8	-29.4	-26.7	-13.7	-11.9	-13.9
Net cash provided by operating activities [1]	10.4	10.8	-15.7	-2.8	12.8	16.4	16.4
Investments in intangible assets	-6.3	-6.3	-3.0	-5.8	-2.0	-2.0	-2.0
Investments in property, plant and equipment	-4.0	-4.0	-4.0	-5.0	-4.0	-4.0	-4.0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net cash provided by investing activities [2]	-7.0	-3.4	-3.0	-3.4	-6.0	-6.0	-6.0
Change in financial liabilities	0.0	-4.2	15.0	5.0	0.0	0.0	0.0
Dividends paid	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	-1.6	-2.3	-2.4	-2.9	0.0	0.0	0.0
Net cash provided by financing activities [3]	-2.0	-6.9	12.2	1.6	-0.4	-0.4	-0.4
Change in liquid funds [1]+[2]+[3]	1.5	0.4	-6.5	-4.6	6.4	9.9	10.0
Effects of exchange-rate changes on cash	0.0	-0.2	0.1	0.0	0.0	0.0	0.0
Cash and cash equivalent at end of period	26.4	26.7	20.2	15.7	22.1	32.0	42.0

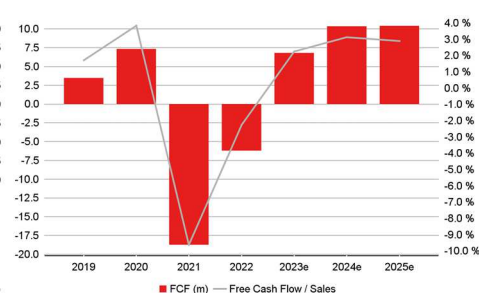
Financial Ratios

	2019	2020	2021	2022	2023e	2024e	2025e
Cash Flow							
FCF	3.5	7.3	-18.7	-6.2	6.8	10.4	10.4
Free Cash Flow / Sales	1.7 %	3.8 %	-9.6 %	-2.2 %	2.2 %	3.1 %	2.9 %
Free Cash Flow Potential	2.8	4.5	8.5	14.3	21.9	23.6	25.7
Free Cash Flow / Net Profit	53.5 %	97.2 %	-237.3 %	-33.7 %	35.5 %	50.3 %	46.4 %
Interest Received / Avg. Cash	0.0 %	8.8 %	0.0 %	3.8 %	3.6 %	2.5 %	1.8 %
Interest Paid / Avg. Debt	14.1 %	145.0 %	18.9 %	5.4 %	6.0 %	6.0 %	6.0 %
Management of Funds							
Investment ratio	5.0 %	5.3 %	3.6 %	3.9 %	2.0 %	1.8 %	1.7 %
Maint. Capex / Sales	4.8 %	5.1 %	3.4 %	3.7 %	1.5 %	1.4 %	1.2 %
Capex / Dep	188.2 %	172.8 %	119.5 %	184.9 %	89.6 %	85.7 %	83.3 %
Avg. Working Capital / Sales	31.6 %	32.4 %	40.9 %	40.3 %	44.1 %	44.5 %	44.4 %
Trade Debtors / Trade Creditors	303.1 %	205.1 %	139.4 %	190.7 %	192.6 %	191.9 %	192.2 %
Inventory Turnover	3.8 x	2.9 x	1.8 x	1.9 x	1.9 x	1.9 x	1.9 x
Receivables collection period (days)	50	46	55	50	50	50	50
Payables payment period (days)	21	29	50	34	34	34	34
Cash conversion cycle (Days)	124	144	212	205	204	204	204

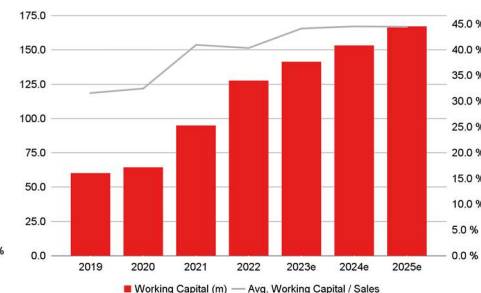
CAPEX and Cash Flow
in EUR m



Free Cash Flow Generation



Working Capital



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

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This report has been made accessible to the company analysed.

Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
Data Modul	3, 5	https://www.mmwarburg.com/disclaimer/disclaimer_en/DE0005498901.htm

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Investment recommendation: expected direction of the share price development of the financial instrument up to the given price target in the opinion of the analyst who covers this financial instrument.

-B-	Buy:	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	Hold:	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
-S-	Sell:	The price of the analysed financial instrument is expected to fall over the next 12 months.
“-“	Rating suspended:	The available information currently does not permit an evaluation of the company.

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING

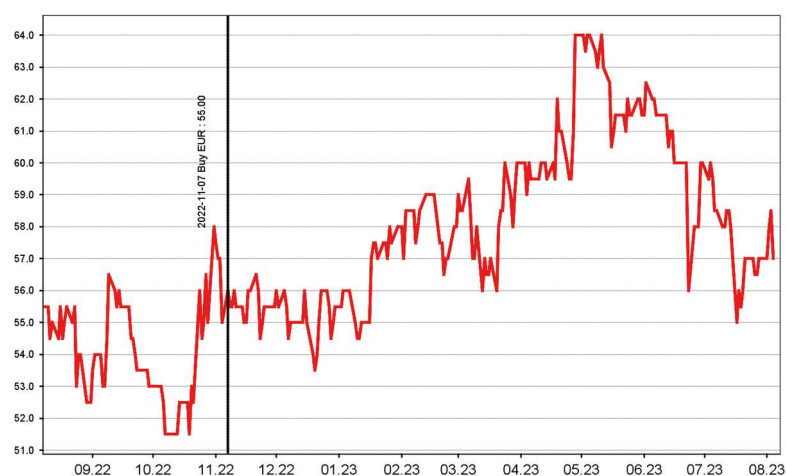
Rating	Number of stocks	% of Universe
Buy	152	73
Hold	44	21
Sell	7	3
Rating suspended	4	2
Total	207	100

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING ...

... taking into account only those companies which were provided with major investment services in the last twelve months.

Rating	Number of stocks	% of Universe
Buy	43	88
Hold	4	8
Sell	0	0
Rating suspended	2	4
Total	49	100

PRICE AND RATING HISTORY DATA MODUL AS OF 07.08.2023



Markings in the chart show rating changes by Warburg Research GmbH in the last 12 months. Every marking details the date and closing price on the day of the rating change.

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